

Message Text

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R 160029Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

INFO AMCONSUL SURABAYA

UNCLAS STATE 010371

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: MAJOR PROJECT, SUGAR MILL CONSTRUCTION

REF: JAKARTA 0362; JAKARTA 0309

1. APPRECIATE EMBASSY EVALUATION AND COMPLETE REPORT OF IMMEDIATE OUTLOOK FOR U.S. PARTICIPATION IN INDONESIAN DEVELOPMENT OF SUGAR INDUSTRY. INFORMATION DISSEMINATED AND DISCUSSED WITH CONSORTIUM MEMBERS BUT HAS NOT DIMINISHED INTEREST. U.S. FIRMS AGREE WITH EMBASSY THAT THE TIME IS NOW IF WE ARE EVER TO PLAY A SIGNIFICANT ROLL IN INDONESIA'S SUGAR INDUSTRY.

2. WISH TO REASSURE EMBASSY ABOUT NUMBER OF PARTICIPANTS SURABAYA SHOW. IT NEVER MEPD'S INTENTION TO LIMIT PARTICIPATION TO FOUR -- REGRET THAT IMPRESSION CONVEYED.

EXPECT APPROXIMATELY TWELVE FIRMS WILL BE REPRESENTED. FIRMS THAT WILL MAKE PRESENTATION IN JAKARTA ARE IN PROCESS ORGANIZING ROSTER OF PARTICIPANTS. IN JAKARTA PRESENTATION WILL SHOW UNIFIED PICTURE FROM PLANTATION TO REFINERY WHILE SURABAYA WILL BE ORGANIZED MORE ALONG LINES

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OF EACH FIRM SHOWING ITS OWN WARES.

3. FARRELL TELEX IS 963498 (NINE-SIX-;;REE-FOUR-NINE-EIGHT) FRANKLIN HOADLEY V.P. FARRELL SAYS CANNOT SEND REP TO JAKARTA IN MARCH BUT WILL SEND CATALOGUES. POINTS OUT THAT HIS FIRM COMPETES WITH FULTON BUT BELIEVES THAT GEAR DRIVES MADE BY HIS FIRM ARE NOT MADE BY FULTON AND THAT THEY WOULD FIT IN THAT LINE.

4. CF&I ENGINEERING IS INTERESTED IN PARTICIPATING IN SURABAYA. FIRM DESIGNS AND FABRICATES MACHINERY -- DOES NOT ENGINEER TURKEY MILLS. TYPES OF MACHINERY FABRICATED ARE SILVER RING DIFFUSER CANE PREPARATION EQUIPMENT, CANE CLEANING PLANTS, VACUUM PANS, EVAPORATORS, CONDENSERS, CRYSTALLIZERS, MASSECUTE MIXERS AND CENTRIFUGALS. CF&I HAS MODEL OF SILVER RING DIFFUSER WHICH COULD BE AIRSHIPPED. WILL NOT HAVE FIRM COMMITMENT FROM THEM OR OTHERS UNTIL SOME IDEA OF BUDGET. PLEASE

ESTIMATE TYPES AND APPROXIMATIONS OF AMOUNTS OF

EXPENDITURES FOR RECEPTIONS, EXHIBITION EXPENSES ETC.

(NOT INCLUDING AIRFARE AND HOTEL) KEEPING IN MIND 12-13 PARTICIPANTS.

5. MATTER OF SESEA SPONSORSHIP HAS BEEN BROUGHT UP WITH CHAIRMAN OF SESEA AND WITH CONSORTIUM HEADERS. THERE ARE FACTORS ON BOTH SIDES -- ONE BEING THAT TWO OF FOUR MEMBERS OF CONSORTIUM NOT SESEA MEMBERS. SESEA HAS ABOUT 25 MEMBERS OUT OF 60-80 POSSIBLES. AS WE WORK THIS ONE OUT, WILL REPORT FURTHER.

6. FOR YOUR ASSISTANCE IN PREPARING FLYERS ON PRINTED MATERIAL PACIFIC ARCHITECTS AND ENGINEERS (PA&E) WHICH IS JOINING CONSORTIUM TO PROVIDE MANAGEMENT COMPONENT HAS FACILITY FOR PRINTING ONE SIDE OF PAGE IN ENGLISH OTHER IN INDONESIAN. IF EMBASSY THINKS THIS COULD BE USEFUL, NOTIFY MAJOR PROJECTS SO WASHINGTON OFFICE OF PA&E CAN

NOTIFY JAKARTA OFFICE.

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7. FULTON CONSORTIUM VERY INTERESTED IN PARTICIPATION OF BANK AMERICA. CONSORTIUM WILL DISCUSS THIS WITH BANK OF AMERICA SAN FRANCISCO AND APPRECIATES THE ASSISTANCE YOU HAVE PROVIDED. FULTON CONSORTIUM INTERESTED TO KNOW WHETHER ANY ADVANCED DRAFTS OR SOURCES OF INFO FROM TATE & LYLE STUDY ARE NOW AVAILABLE. FULTON CAN NOT REALISTICALLY GET FINANCING LINED UP WITHOUT ADDITIONAL DETAILS WHICH

THE STUDY WILL PROVIDE.

8. IN ACCORD WITH REF JAKARTA 0309 PARA 2, COMMERCE
NOTES EMBASSY DESIGNATION OF SUGAR OPPORTUNITIES AS
MAJOR PROJECT UNDER ANNEX B CCP. REGARDING POST REQUEST
FOR OIM REPLY ON MATTER OF CATALOGUE SHOW, OIM AND MEPD
ARE STRUCTURING THE SURABAYA PHASE OF TASK FORCE VISIT
AROUND THE SHORT LEAD TIME REQUIREMENTS AND NEED FOR

VISITS AS STATED BY SURABAYA. HENCE NORMAL PLANNING,
REPORTING AND OPERATIONAL PROCEDURES ARE NOT APPLICABLE.
THE SHORT LEAD TIME FOR SURABAYA VISIT PRESUMES ADDED
PLANNING AND OPERATIONAL BURDENS BEING ASSUMED BY EMBASSY.
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